

# Market Watch

2019 YEAR IN REVIEW



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# 2019 Year in Review

Our housing markets gained momentum in the second half of 2019, picking up speed from a quieter first half in most regions. Single family home sales in the third and fourth quarters demonstrated improvement over the same quarters the prior year in several markets, with even the upper end exhibiting positive signs in areas where the luxury segment has been stagnant for a prolonged period.

The downturn that extended throughout 2018 and the first half of 2019 at least partially resulted from the tax reform passed at the end of 2017, as well as further state and local taxes imposed by New York and Connecticut. Yet by now the market is absorbing those effects. The key indicators we watch when analyzing the market all point to continued health in the economy, which is offsetting the negative impact of the tax bill. These include ongoing historically low interest rates; low mortgage rates, averaging 3.74% on the last day of December; the lowest unemployment rate in decades; a booming stock market; and steady GDP growth, estimated to reach 2.3% in the fourth quarter. Consumer confidence, our benchmark in gauging the health of the real estate market, has remained consistently elevated, standing at 126.5 (1985=100) in December according to the Conference Board Consumer Confidence Index.

Nationally and globally, there may be volatile political or economic factors that could affect housing, and election years can be unpredictable. Nevertheless, with the economy showing little sign of slowing we feel encouraged. The gains of the past six months provide us with reason for cautious optimism as we kick into gear for 2020.

## Four Economic Factors

INDICATORS	DATES		
	12/31/18	6/30/19	12/31/19
Stock Market (Dow)	23,327.46	26,599.96	28,462.14
Consumer Confidence	128.1	121.5	126.5
Mortgage Rate (US 30 year)	4.55%	3.73%	3.74%
Unemployment Rate	3.90%	3.7%	3.5%

## GDP

GDP: Q4 2018	2.6%
GDP: Q1 2019	3.1%
GDP: Q2 2019	2.0%
GDP: Q3 2019	1.9%
Estimated GDP: Q4 2019	2.3%

## MARKET BY MARKET

In the first half of 2019, Westchester and Fairfield Counties experienced a steep market decline in single family home sales year over year. But a deeper analysis revealed that the upper end, which makes up just a small percentage of sales, had an unusually significant effect. Skewing overall sales volume decreases in Westchester County earlier in the year was a dramatic decline in the over \$2.5 million segment, but this bracket began to improve in the third quarter. In the final quarter of 2019, unit sales over \$2.5 million actually improved over the same period the prior year, so the trend appears to be reversing course. The median sales price too was on the rise. Price reductions in higher price categories attracted buyers who recognized the value, while sellers new to the market found they had to price correctly out of the gates to draw any interest. Overall in the second half of the year, sales growth in Westchester County was strong enough across price points to make up for the more sluggish first half, leaving unit sales and dollar volume about flat with the 2018 calendar year.

In the third quarter in Fairfield County, as in Westchester, units and dollar volume increased versus the same period the prior year—the first time we'd seen growth in eighteen months. That trend continued in the fourth quarter, with the net effect of bringing unit sales for the year slightly ahead of the calendar year 2018. Volume however remained a little behind year over year, an indication that fewer closings transacted at the upper end. Yet a deeper look at the data reveals that this phenomenon was not consistent everywhere—in fact, key towns like Darien and New Canaan saw significant closings in the fourth quarter at the \$3 million-plus high end. But Greenwich, which represents its own island within Fairfield County handling up to 25% of real estate business county-wide, experienced a much quieter quarter than the rest of Fairfield, skewing the county's overall performance. Here, the \$3 million-plus market was off a notable 28% in sales volume and 20% in units compared to the fourth quarter last year. Removing Greenwich from the overall Fairfield County data reveals that the rest of the county saw growth in the \$3 million-plus sector, with volume up 25% and units 33% quarter over quarter.

Results were strong toward the end of the year in our other markets as well. On the Connecticut Shoreline, including New Haven, Middlesex and New London counties, single family unit sales and dollar volume for the fourth quarter paced ahead of the same time last year, performing well enough to bring the region flat for the calendar year compared to 2018. Sales in the region had begun to strengthen in the third quarter after a declining market in the first half of the year. Water-oriented homes saw an uptick in 2019, driving growth in the \$1 million-plus segment.

Litchfield County, like other areas, struggled a bit early in the year before gradually gathering steam. A steady stream of closings in the fourth quarter made up for the quieter parts of the year to leave the region close to flat in units and volume for the calendar year versus 2018. The \$1 million-plus market was a particularly healthy segment, with unit sales each quarter either matching or climbing ahead of the same time frames the previous year.

After a slow start, sales started to pick up in the fall for the Farmington Valley region of Hartford County, encompassing Avon, Canton, Farmington, Granby and Simsbury, plus the key additional communities we serve including Burlington, Hartland and West Hartford. In the third and fourth quarters, unit sales and volume showed small increases over the same times the year before, leaving the area close to flat for the full calendar year compared to the prior. As in other areas, properties that were priced well to the market with a good value proposition were more likely to sell.



On the Cover • 159 A North Shore Road • Warren, CT • MLS: 170247595

The Berkshires finished out 2019 with unit sales and dollar volume both standing a little ahead of the full calendar year 2018. Volume saw a greater uptick, as a fourth quarter surge in the \$1 million-plus luxury sector sent volume for the quarter ahead of the same time the prior year by a substantial 14%. One of the challenges heading into 2020 is a continued low level of inventory throughout the region.

I hope you find this report informative on what's happening in your market, and invite you to contact one of our sales associates if we can help you with any of your own real estate needs.



*Paul E. Breunich*

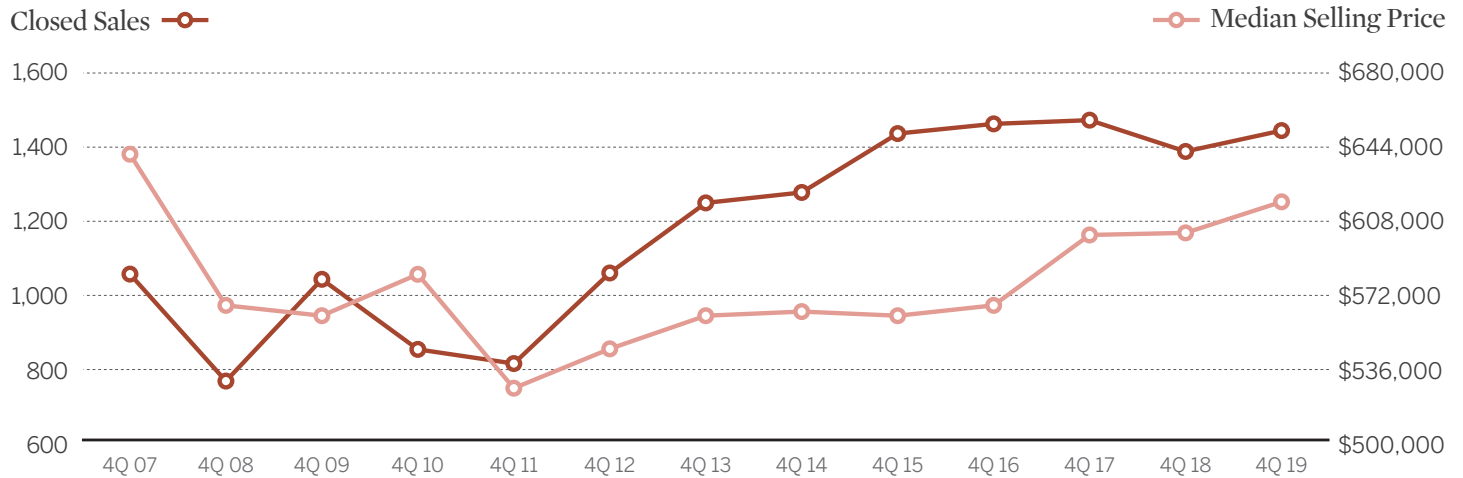
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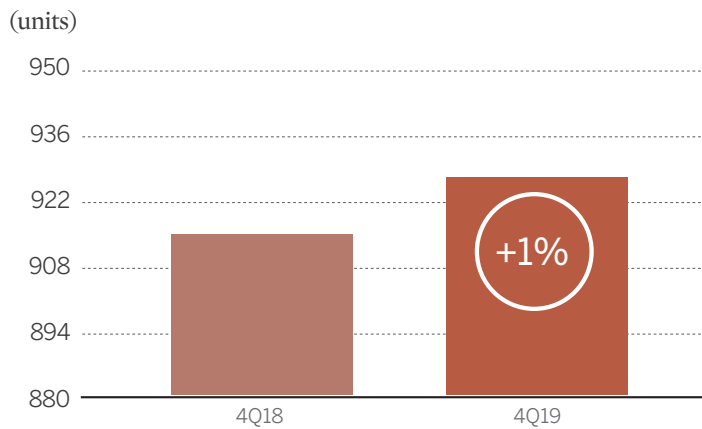


# Westchester County

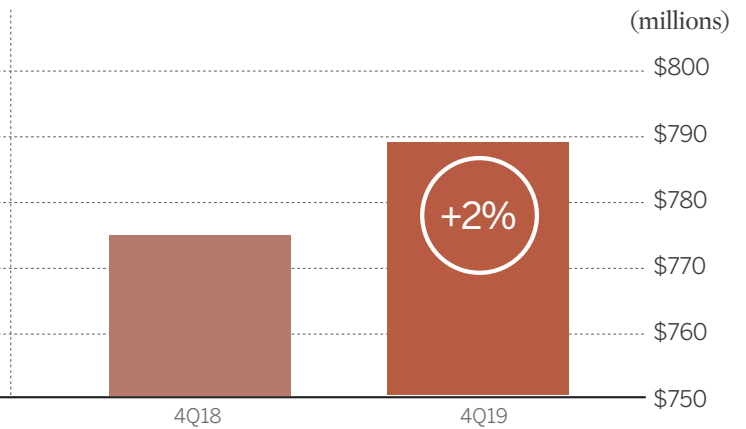
## Single Family Homes 13-Year Fourth Quarter Sales



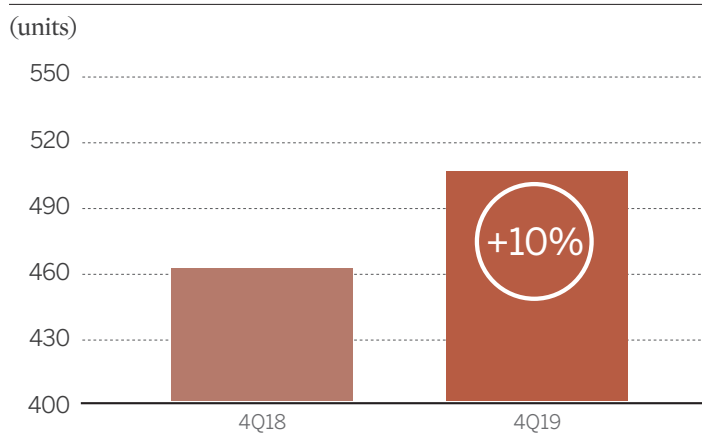
### Southern Westchester Single Family Homes Closed Sales



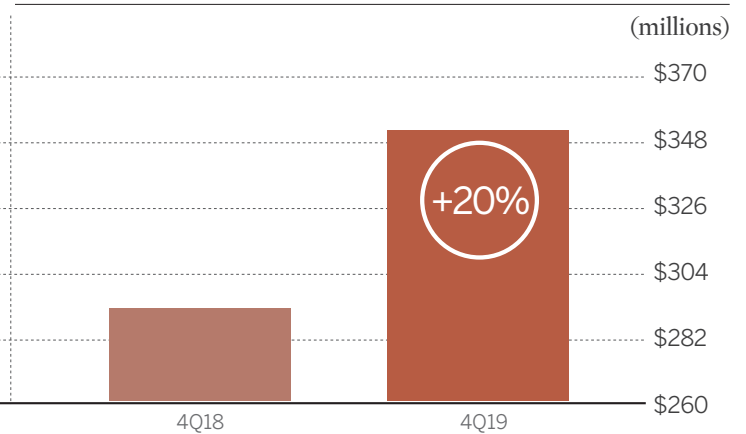
### Southern Westchester Single Family Homes Closed Dollar Volume



### Northern Westchester Single Family Homes Closed Sales



### Northern Westchester Single Family Homes Closed Dollar Volume



TOWNS	QUARTERLY UNIT SALES			INVENTORY	YTD UNIT SALES			QUARTERLY DOLLAR VOLUME	YTD DOLLAR VOLUME	QUARTERLY MEDIAN SELLING PRICE			TWELVE MONTH MEDIAN SELLING PRICE		
	4Q18	4Q19	% CHANGE		YTD 2018	YTD 2019	YTD 18 VS YTD 19	% CHANGE	% CHANGE	4Q18	4Q19	4Q18 VS 4Q19	YTD 2018	YTD 2019	YTD 18 VS YTD 19
			4Q18 VS 4Q19				4Q18 VS 4Q19	4Q18 VS 4Q19	4Q18 VS 4Q19						
WESTCHESTER COUNTY	1,374	1,430	4%	1,751	5,915	5,906	0%	7%	-1%	\$600,000	\$615,000	3%	\$650,000	\$650,000	0%
Southern Westchester	914	926	1%	1,066	4,047	3,944	-3%	2%	-4%	\$649,000	\$657,000	1%	\$699,000	\$700,000	0%
Ardsley	23	24	4%	23	123	101	-18%	-3%	-16%	\$681,000	\$643,000	-6%	\$699,000	\$730,000	4%
Blind Brook	29	19	-34%	23	105	110	5%	-38%	-2%	\$855,000	\$785,000	-8%	\$894,000	\$910,000	2%
Briarcliff Manor	12	11	-8%	19	69	51	-26%	1%	-20%	\$773,000	\$878,000	14%	\$846,000	\$878,000	4%
Bronxville	8	9	13%	20	48	69	44%	26%	25%	\$1,650,000	\$1,750,000	6%	\$1,944,000	\$1,775,000	-9%
Dobbs Ferry	11	16	45%	20	67	66	-1%	63%	2%	\$900,000	\$785,000	-13%	\$800,000	\$811,000	1%
Eastchester	27	30	11%	24	113	113	0%	11%	3%	\$689,000	\$694,000	1%	\$711,000	\$719,000	1%
Edgemont	15	18	20%	14	91	71	-22%	37%	-19%	\$980,000	\$1,180,000	20%	\$1,082,000	\$1,120,000	4%
Elmsford	16	16	0%	20	61	67	10%	9%	16%	\$508,000	\$501,000	-1%	\$493,000	\$495,000	0%
Greenburgh	51	39	-24%	41	178	154	-13%	-23%	-9%	\$545,000	\$555,000	2%	\$540,000	\$568,000	5%
Harrison	32	33	3%	90	170	157	-8%	-7%	-9%	\$1,260,000	\$1,158,000	-8%	\$1,395,000	\$1,250,000	-10%
Hartsdale (P.O.)	36	28	-22%	22	115	103	-10%	-26%	-14%	\$583,000	\$605,000	4%	\$620,000	\$624,000	1%
Hastings	13	15	15%	15	70	69	-1%	7%	-14%	\$655,000	\$681,000	4%	\$891,000	\$750,000	-16%
Irvington	15	20	33%	37	72	90	25%	7%	11%	\$936,000	\$855,000	-9%	\$1,055,000	\$897,000	-15%
Mamaroneck *	48	50	4%	36	256	269	5%	-23%	1%	\$1,183,000	\$1,038,000	-12%	\$1,190,000	\$1,160,000	-3%
Mount Pleasant	21	26	24%	31	104	107	3%	32%	5%	\$568,000	\$584,000	3%	\$582,000	\$580,000	0%
Mount Vernon	45	53	18%	41	169	192	14%	4%	11%	\$460,000	\$418,000	-9%	\$435,000	\$435,000	0%
New Rochelle	110	82	-25%	88	378	332	-12%	-28%	-16%	\$653,000	\$646,000	-1%	\$685,000	\$675,000	-1%
Ossining	56	55	-2%	70	218	191	-12%	1%	-10%	\$428,000	\$485,000	13%	\$443,000	\$468,000	6%
Pelham	22	20	-9%	29	120	130	8%	-7%	11%	\$843,000	\$1,023,000	21%	\$906,000	\$965,000	7%
Pleasantville	17	24	41%	14	78	81	4%	20%	-2%	\$835,000	\$663,000	-21%	\$753,000	\$665,000	-12%
Pocantico Hills	3	2	-33%	4	12	12	0%	-62%	-76%	\$1,495,000	\$848,000	-43%	\$799,000	\$658,000	-18%
Port Chester	25	22	-12%	27	101	108	7%	-7%	11%	\$510,000	\$485,000	-5%	\$510,000	\$525,000	3%
Purchase (P.O.)	9	6	-33%	24	42	42	0%	-34%	-3%	\$1,550,000	\$1,900,000	23%	\$1,523,000	\$1,700,000	12%
Rye City	21	29	38%	50	147	149	1%	39%	-4%	\$1,995,000	\$1,920,000	-4%	\$1,900,000	\$1,920,000	1%
Rye Neck	23	13	-43%	19	87	63	-28%	-57%	-32%	\$1,155,000	\$990,000	-14%	\$1,040,000	\$1,000,000	-4%
Scarsdale	33	52	58%	85	210	258	23%	84%	14%	\$1,200,000	\$1,310,000	9%	\$1,508,000	\$1,399,000	-7%
Tarrytown	12	17	42%	13	62	66	6%	24%	5%	\$809,000	\$799,000	-1%	\$703,000	\$776,000	10%
Tuckahoe	5	3	-40%	17	43	39	-9%	-53%	-9%	\$900,000	\$789,000	-12%	\$785,000	\$800,000	2%
Valhalla	24	14	-42%	16	75	70	-7%	-35%	1%	\$536,000	\$591,000	10%	\$530,000	\$591,000	12%
White Plains	51	68	33%	45	247	237	-4%	30%	-10%	\$675,000	\$665,000	-1%	\$717,000	\$675,000	-6%
Yonkers	146	146	0%	135	573	522	-9%	5%	-8%	\$501,000	\$525,000	5%	\$506,000	\$520,000	3%
CONDOMINIUMS AND COOPERATIVES															
Condominiums	200	210	5%	231	864	832	-4%	-1%	1%	\$402,000	\$400,000	0%	\$391,000	\$420,000	7%
Cooperatives	478	447	-6%	444	1,860	1,768	-5%	-9%	-3%	\$170,000	\$173,000	2%	\$170,000	\$179,000	5%

\*Mamaroneck School District includes Larchmont P.O.

TOWNS	QUARTERLY UNIT SALES			INVENTORY	YTD UNIT SALES			QUARTERLY DOLLAR VOLUME	YTD DOLLAR VOLUME	QUARTERLY MEDIAN SELLING PRICE			TWELVE MONTH MEDIAN SELLING PRICE		
	4Q18	4Q19	% CHANGE		YTD 2018	YTD 2019	YTD 18 VS YTD 19	4Q18 VS 4Q19	YTD 18 VS YTD 19	4Q18	4Q19	4Q18 VS 4Q19	YTD 2018	YTD 2019	YTD 18 VS YTD 19
<b>SINGLE FAMILY</b>															
WESTCHESTER COUNTY	1,374	1,430	4%	1,751	5,915	5,906	0%	7%	-1%	\$600,000	\$615,000	3%	\$650,000	\$650,000	0%
Northern Westchester	460	504	10%	685	1,868	1,962	5%	20%	7%	\$501,000	\$534,000	7%	\$545,000	\$559,000	3%
Bedford	52	66	27%	157	234	240	3%	45%	13%	\$705,000	\$693,000	-2%	\$749,000	\$725,000	-3%
Byram Hills	37	35	-5%	71	133	151	14%	-8%	12%	\$975,000	\$1,060,000	9%	\$1,025,000	\$990,000	-3%
Chappaqua	30	36	20%	62	182	183	1%	16%	0%	\$736,000	\$782,000	6%	\$916,000	\$850,000	-7%
Croton-Harmon	23	26	13%	27	81	107	32%	-1%	18%	\$580,000	\$542,000	-7%	\$623,000	\$575,000	-8%
Hendrick Hudson	42	48	14%	34	153	164	7%	16%	14%	\$490,000	\$476,000	-3%	\$475,000	\$510,000	7%
Katonah-Lewisboro	46	51	11%	107	216	203	-6%	46%	-13%	\$616,000	\$680,000	10%	\$687,000	\$650,000	-5%
Lakeland	88	91	3%	74	332	347	5%	10%	7%	\$404,000	\$394,000	-2%	\$391,000	\$404,000	3%
North Salem	21	19	-10%	44	75	67	-11%	49%	-19%	\$478,000	\$560,000	17%	\$530,000	\$533,000	1%
Peekskill	33	35	6%	13	138	108	-22%	15%	-15%	\$315,000	\$325,000	3%	\$318,000	\$334,000	5%
Somers	40	40	0%	55	160	178	11%	5%	17%	\$528,000	\$560,000	6%	\$503,000	\$528,000	5%
Yorktown	48	57	19%	41	164	214	30%	24%	36%	\$461,000	\$515,000	12%	\$473,000	\$525,000	11%
<b>CONDOMINIUMS AND COOPERATIVES</b>															
Condominiums	113	106	-6%	98	446	504	13%	-2%	18%	\$337,000	\$335,000	-1%	\$337,000	\$340,000	1%
Cooperatives	46	25	-46%	20	134	100	-25%	-32%	-13%	\$105,000	\$125,000	19%	\$105,000	\$125,000	19%

## Single Family Homes Closed Sales by Price Point Westchester County Overall Q4

PRICE POINT	CLOSED SALES	CLOSED SALES	DIFFERENCE IN UNITS	% CHANGE	INVENTORY
	4Q 2018	4Q 2019	4Q 18 VS 4Q 19	4Q 18 VS 4Q 19	4Q
ALL PRICE RANGES	1,374	1,430	56	4%	1,751
0-\$999,999	1,138	1,172	34	3%	1,077
\$1,000,000 - \$1,499,999	125	138	13	10%	233
\$1,500,000 - \$1,999,999	57	44	-13	-23%	148
\$2,000,000 - \$2,499,999	18	25	7	39%	80
\$2,500,000 - \$2,999,999	12	12	0	0%	72
\$3,000,000 - \$3,999,999	12	11	-1	-8%	56
\$4,000,000 - \$4,999,999	5	7	2	40%	28
\$5,000,000 - \$9,999,999	0	8	8	N/A	47
\$10,000,000+	2	0	-2	-100%	5



## Single Family Homes Closed Sales by Price Point Westchester County Overall YTD

PRICE POINT	CLOSED SALES	CLOSED SALES	DIFFERENCE IN UNITS	% CHANGE	INVENTORY
	YTD 2018	YTD 2019	YTD 18 VS YTD 19	YTD 18 VS YTD 19	YTD
ALL PRICE RANGES	5,915	5,906	-9	0%	1,751
0-\$999,999	4,569	4,596	27	1%	1,077
\$1,000,000 - \$1,499,999	696	658	-38	-5%	233
\$1,500,000 - \$1,999,999	307	308	1	0%	148
\$2,000,000 - \$2,499,999	124	122	-2	-2%	80
\$2,500,000 - \$2,999,999	101	85	-16	-16%	72
\$3,000,000 - \$3,999,999	59	46	-13	-22%	56
\$4,000,000 - \$4,999,999	17	27	10	59%	28
\$5,000,000 - \$9,999,999	12	18	6	50%	47
\$10,000,000+	5	0	-5	-100%	5

## Single Family Homes Closed Sales by Price Point Southern Westchester County Q4

PRICE POINT	CLOSED SALES	CLOSED SALES	DIFFERENCE IN UNITS	% CHANGE	INVENTORY
	4Q 2018	4Q 2019	4Q 18 VS 4Q 19	4Q 18 VS 4Q 19	4Q
ALL PRICE RANGES	914	926	12	1%	1,066
0-\$999,999	730	737	7	1%	618
\$1,000,000 - \$1,499,999	93	96	3	3%	147
\$1,500,000 - \$1,999,999	44	34	-10	-23%	106
\$2,000,000 - \$2,499,999	16	21	5	31%	47
\$2,500,000 - \$2,999,999	10	9	-1	-10%	52
\$3,000,000 - \$3,999,999	11	10	-1	-9%	37
\$4,000,000 - \$4,999,999	3	6	3	100%	24
\$5,000,000 - \$9,999,999	0	4	4	N/A	27
\$10,000,000+	2	0	-2	-100%	4

## Single Family Homes Closed Sales by Price Point Southern Westchester County YTD

PRICE POINT	CLOSED SALES	CLOSED SALES	DIFFERENCE IN UNITS	% CHANGE	INVENTORY
	YTD 2018	YTD 2019	YTD 18 VS YTD 19	YTD 18 VS YTD 19	YTD
ALL PRICE RANGES	4,047	3,944	-103	-3%	1,066
0-\$999,999	2,974	2,897	-77	-3%	618
\$1,000,000 - \$1,499,999	535	504	-31	-6%	147
\$1,500,000 - \$1,999,999	246	257	11	4%	106
\$2,000,000 - \$2,499,999	105	103	-2	-2%	47
\$2,500,000 - \$2,999,999	89	74	-15	-17%	52
\$3,000,000 - \$3,999,999	53	40	-13	-25%	37
\$4,000,000 - \$4,999,999	12	24	12	100%	24
\$5,000,000 - \$9,999,999	11	11	0	0%	27
\$10,000,000+	4	0	-4	-100%	4

## Single Family Homes Closed Sales by Price Point Northern Westchester County Q4

PRICE POINT	CLOSED SALES	CLOSED SALES	DIFFERENCE IN UNITS	% CHANGE	INVENTORY
	4Q 2018	4Q 2019	4Q 18 VS 4Q 19	4Q 18 VS 4Q 19	4Q
ALL PRICE RANGES	460	504	44	10%	685
0-\$999,999	408	435	27	7%	459
\$1,000,000 - \$1,499,999	32	42	10	31%	86
\$1,500,000 - \$1,999,999	13	10	-3	-23%	42
\$2,000,000 - \$2,499,999	2	4	2	100%	33
\$2,500,000 - \$2,999,999	2	3	1	50%	20
\$3,000,000 - \$3,999,999	1	1	0	0%	19
\$4,000,000 - \$4,999,999	2	1	-1	-50%	4
\$5,000,000 - \$9,999,999	0	4	4	N/A	20
\$10,000,000+	0	0	0	N/A	1

## Single Family Homes Closed Sales by Price Point Northern Westchester County YTD

PRICE POINT	CLOSED SALES	CLOSED SALES	DIFFERENCE IN UNITS	% CHANGE	INVENTORY
	YTD 2018	YTD 2019	YTD 18 VS YTD 19	YTD 18 VS YTD 19	YTD
ALL PRICE RANGES	1,868	1,962	94	5%	685
0-\$999,999	1,595	1,699	104	7%	459
\$1,000,000 - \$1,499,999	161	154	-7	-4%	86
\$1,500,000 - \$1,999,999	61	51	-10	-16%	42
\$2,000,000 - \$2,499,999	19	19	0	0%	33
\$2,500,000 - \$2,999,999	12	11	-1	-8%	20
\$3,000,000 - \$3,999,999	6	6	0	0%	19
\$4,000,000 - \$4,999,999	5	3	-2	-40%	4
\$5,000,000 - \$9,999,999	1	7	6	600%	20
\$10,000,000+	1	0	-1	-100%	1

## Single Family Homes Closed Sales by Price Point Scarsdale School District Q4

PRICE POINT	CLOSED SALES	CLOSED SALES	DIFFERENCE IN UNITS	% CHANGE	INVENTORY
	4Q 2018	4Q 2019	4Q 18 VS 4Q 19	4Q 18 VS 4Q 19	4Q
ALL PRICE RANGES	33	52	19	58%	85
0-\$999,999	10	13	3	30%	8
\$1,000,000 - \$1,499,999	8	16	8	100%	13
\$1,500,000 - \$1,999,999	7	6	-1	-14%	14
\$2,000,000 - \$2,499,999	0	7	7	N/A	9
\$2,500,000 - \$2,999,999	3	2	-1	-33%	13
\$3,000,000 - \$3,999,999	1	3	2	200%	13
\$4,000,000 - \$4,999,999	2	4	2	100%	6
\$5,000,000 - \$9,999,999	0	1	1	N/A	9
\$10,000,000+	0	0	0	N/A	0

## Single Family Homes Closed Sales by Price Point Mamaroneck School District Q4

PRICE POINT	CLOSED SALES	CLOSED SALES	DIFFERENCE IN UNITS	% CHANGE	INVENTORY
	4Q 2018	4Q 2019	4Q 18 VS 4Q 19	4Q 18 VS 4Q 19	4Q
ALL PRICE RANGES	48	50	2	4%	36
0-\$999,999	21	24	3	14%	8
\$1,000,000 - \$1,499,999	10	15	5	50%	6
\$1,500,000 - \$1,999,999	9	3	-6	-67%	5
\$2,000,000 - \$2,499,999	4	3	-1	-25%	6
\$2,500,000 - \$2,999,999	1	1	0	0%	8
\$3,000,000 - \$3,999,999	1	1	0	0%	0
\$4,000,000 - \$4,999,999	0	1	1	N/A	1
\$5,000,000 - \$9,999,999	0	1	1	N/A	2
\$10,000,000+	2	0	-2	-100%	0

## Single Family Homes Closed Sales by Price Point Rye City/Rye Neck/Harrison/Blind Brook (Combined) School Districts Q4

PRICE POINT	CLOSED SALES	CLOSED SALES	DIFFERENCE IN UNITS	% CHANGE	INVENTORY
	4Q 2018	4Q 2019	4Q 18 VS 4Q 19	4Q 18 VS 4Q 19	4Q
ALL PRICE RANGES	102	93	-9	-9%	181
0-\$999,999	43	40	-3	-7%	37
\$1,000,000 - \$1,499,999	26	19	-7	-27%	36
\$1,500,000 - \$1,999,999	12	12	0	0%	37
\$2,000,000 - \$2,499,999	7	9	2	29%	17
\$2,500,000 - \$2,999,999	5	3	-2	-40%	16
\$3,000,000 - \$3,999,999	8	5	-3	-38%	16
\$4,000,000 - \$4,999,999	1	1	0	0%	8
\$5,000,000 - \$9,999,999	0	1	1	N/A	12
\$10,000,000+	0	0	0	N/A	2

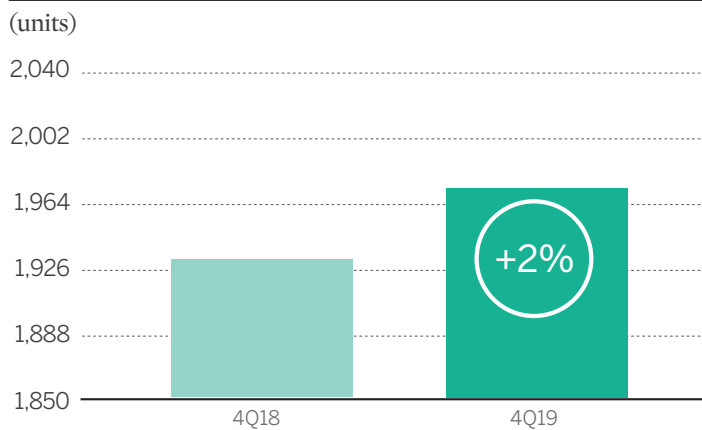
# Fairfield County



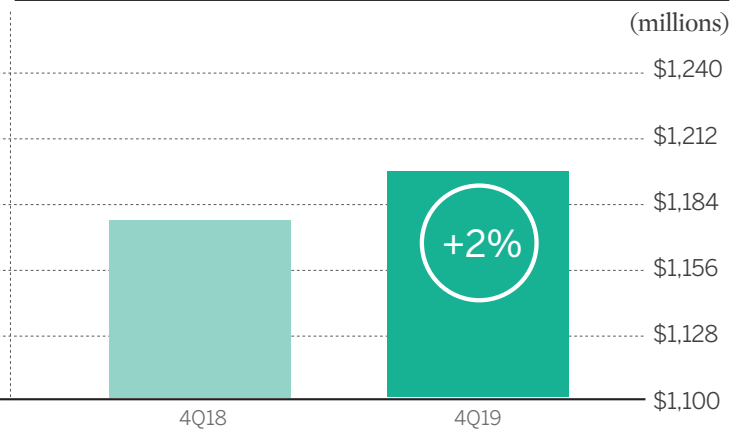
Luxury Living in Desirable Singing Oaks! • Weston, CT • MLS: 170255823

# Fairfield County

## Single Family Homes Closed Sales



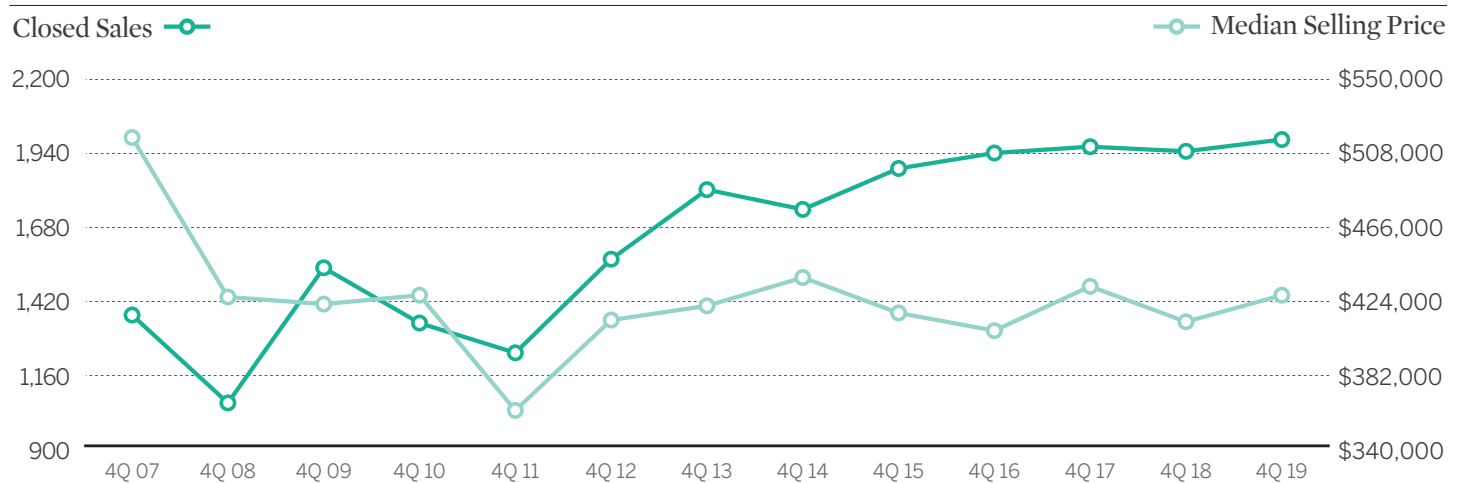
## Single Family Homes Closed Dollar Volume



## Single Family Homes Closed Sales by Price Point

PRICE POINT	CLOSED SALES	CLOSED SALES	DIFFERENCE IN UNITS	% CHANGE	INVENTORY
	4Q 2018	4Q 2019	4Q18 VS 4Q19	4Q18 VS 4Q19	4Q
ALL PRICE RANGES	1,929	1,970	41	2%	3,490
0 - \$799,999	1,574	1,617	43	3%	2,046
\$800,000 - \$1,499,999	219	220	1	0%	742
\$1,500,000 - \$1,999,999	57	55	-2	-4%	235
\$2,000,000 - \$2,999,999	50	49	-1	-2%	215
\$3,000,000 - \$4,999,999	21	26	5	24%	141
\$5,000,000 - \$9,999,999	8	3	-5	-63%	75
\$10,000,000+	0	0	0	N/A	25

## Single Family Homes 13-Year Fourth Quarter Sales



## Fairfield County Excluding Greenwich (Residential Single Family Sales) Q4 2019 Vs. Q4 2018

UNITS UNDER \$3 MILLION	3.0%	VOLUME UNDER \$3 MILLION	4.0%
UNITS OVER \$3 MILLION	33.0%	VOLUME OVER \$3 MILLION	25.0%

## Greenwich (Residential Single Family Sales) Q4 2019 Vs. Q4 2018

UNITS UNDER \$3 MILLION	-12%	VOLUME UNDER \$3 MILLION	-7%
UNITS OVER \$3 MILLION	-20%	VOLUME OVER \$3 MILLION	-28%



Bountiful Equestrian Property • Bridgewater, CT • MLS: 170195848

TOWNS	QUARTERLY UNIT SALES				YTD UNIT SALES			QUARTERLY DOLLAR VOLUME	YTD DOLLAR VOLUME	QUARTERLY MEDIAN SELLING PRICE			TWELVE MONTH MEDIAN SELLING PRICE		
			% CHANGE	INVENTORY			% CHANGE	% CHANGE	% CHANGE			% CHANGE			% CHANGE
	4Q18	4Q19	4Q18 VS 4Q19		YTD 2018	YTD 2019	YTD 18 VS YTD 19	4Q18 VS 4Q19	YTD 18 VS YTD 19	4Q18	4Q19	4Q18 VS 4Q19	YTD 2018	YTD 2019	YTD 18 VS YTD 19
<b>SINGLE FAMILY</b>															
FAIRFIELD COUNTY	1,929	1,970	2%	3,490	8,318	8,409	1%	2%	-4%	\$410,000	\$425,000	4%	\$455,000	\$450,000	-1%
Bethel	60	54	-10%	61	228	196	-14%	1%	-12%	\$316,000	\$349,000	10%	\$340,000	\$347,000	2%
Brookfield	46	57	24%	77	202	206	2%	22%	2%	\$362,000	\$385,000	6%	\$375,000	\$397,000	6%
Danbury	120	112	-7%	134	424	457	8%	1%	7%	\$293,000	\$315,000	8%	\$307,000	\$317,000	3%
Darien	55	50	-9%	159	262	276	5%	3%	1%	\$1,330,000	\$1,293,000	-3%	\$1,350,000	\$1,240,000	-8%
Easton	20	22	10%	64	123	120	-2%	4%	-2%	\$605,000	\$578,000	-4%	\$595,000	\$561,000	-6%
Fairfield	140	150	7%	358	729	765	5%	3%	-5%	\$593,000	\$575,000	-3%	\$630,000	\$585,000	-7%
Greenwich	135	117	-13%	430	594	527	-11%	-17%	-12%	\$1,500,000	\$1,695,000	13%	\$1,763,000	\$1,867,000	6%
Monroe	66	71	8%	90	241	257	7%	7%	9%	\$364,000	\$358,000	-2%	\$365,000	\$365,000	0%
New Canaan	49	49	0%	186	217	247	14%	5%	0%	\$1,275,000	\$1,400,000	10%	\$1,342,000	\$1,243,000	-7%
New Fairfield	57	65	14%	71	184	204	11%	27%	14%	\$320,000	\$335,000	5%	\$331,000	\$341,000	3%
Newtown	87	94	8%	134	393	393	0%	12%	-6%	\$370,000	\$371,000	0%	\$385,000	\$380,000	-1%
Norwalk	161	147	-9%	244	677	640	-5%	7%	-7%	\$440,000	\$490,000	11%	\$488,000	\$488,000	0%
Redding	31	32	3%	77	130	122	-6%	-5%	-14%	\$505,000	\$463,000	-8%	\$548,000	\$523,000	-5%
Ridgefield	68	70	3%	191	330	327	-1%	8%	-1%	\$646,000	\$623,000	-4%	\$641,000	\$628,000	-2%
Rowayton	13	24	85%	41	69	84	22%	109%	22%	\$1,150,000	\$1,290,000	12%	\$975,000	\$1,208,000	24%
Shelton	105	109	4%	95	416	448	8%	12%	12%	\$338,000	\$352,000	4%	\$331,000	\$339,000	2%
Sherman	18	16	-11%	40	81	66	-19%	15%	-16%	\$428,000	\$605,000	41%	\$415,000	\$418,000	1%
Stamford	168	180	7%	302	723	754	4%	4%	3%	\$575,000	\$560,000	-3%	\$580,000	\$575,000	-1%
Stratford	192	159	-17%	141	708	681	-4%	-15%	-4%	\$240,000	\$242,000	1%	\$250,000	\$250,000	0%
Trumbull	103	106	3%	105	464	478	3%	9%	3%	\$375,000	\$400,000	7%	\$384,000	\$385,000	0%
Weston	38	35	-8%	116	168	163	-3%	-10%	-5%	\$727,000	\$677,000	-7%	\$702,000	\$685,000	-2%
Westport	78	84	8%	255	411	356	-13%	-1%	-19%	\$1,110,000	\$1,028,000	-7%	\$1,220,000	\$1,125,000	-8%
Wilton	40	54	35%	121	205	233	14%	16%	-1%	\$718,000	\$585,000	-19%	\$790,000	\$690,000	-13%
<b>CONDOMINIUMS</b>															
FAIRFIELD COUNTY	700	730	4%	875	2,841	2,738	-4%	6%	-5%	\$246,000	\$259,000	5%	\$257,000	\$253,000	-2%



# The Shoreline

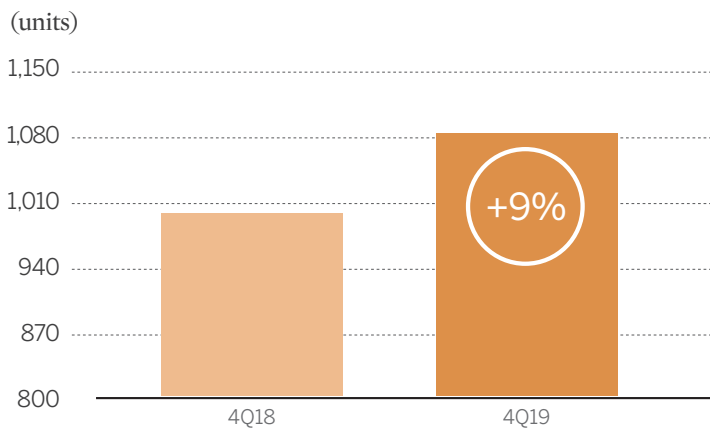


Direct Waterfront - Pure Paradise • Old Saybrook, CT • MLS: 170260338

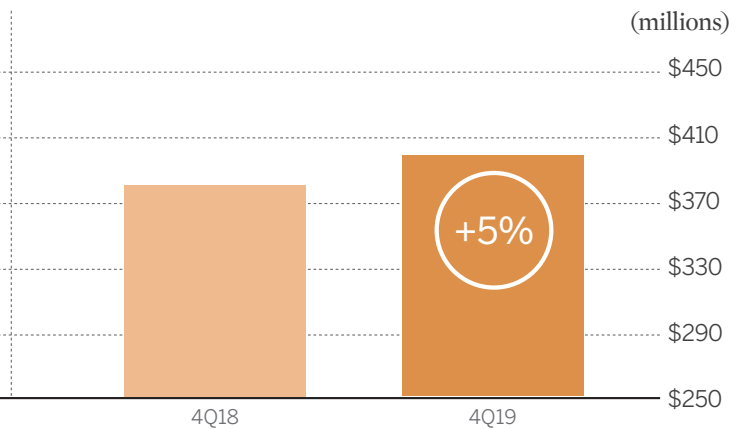
## Single Family Homes Closed Sales by Price Point

PRICE POINT	CLOSED SALES	CLOSED SALES	DIFFERENCE IN UNITS	% CHANGE	INVENTORY
	4Q 2018	4Q 2019	4Q18 VS 4Q19	4Q18 VS 4Q19	4Q
ALL PRICE RANGES	993	1,078	85	9%	1,738
0 - \$399,999	717	792	75	10%	805
\$400,000 - \$749,999	223	241	18	8%	610
\$750,000 - \$999,999	31	32	1	3%	171
\$1,000,000 - \$1,499,999	17	20	3	18%	97
\$1,500,000+	14	11	-3	-21%	77

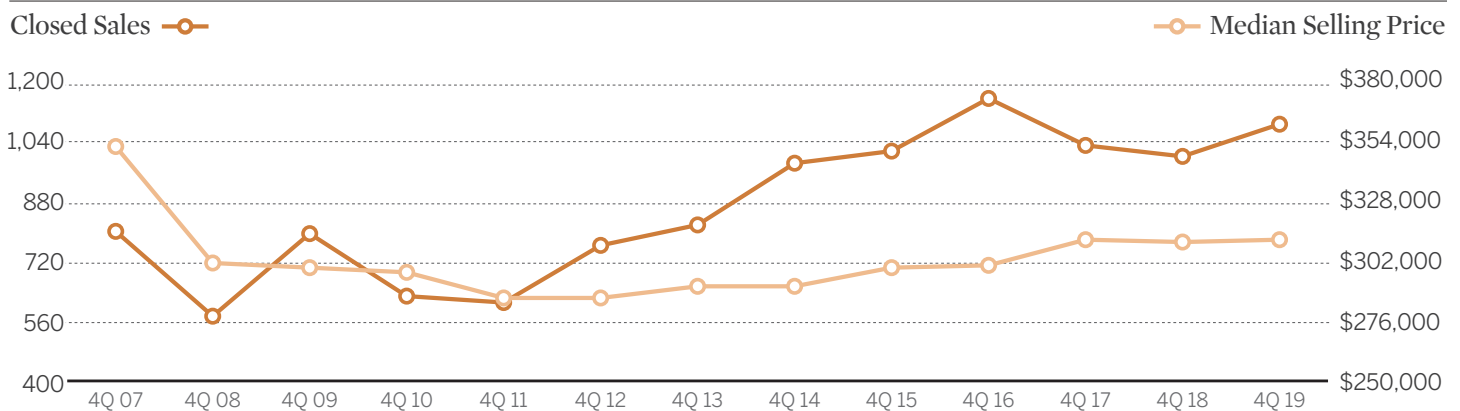
### Single Family Homes Closed Sales



### Single Family Homes Closed Dollar Volume



## Single Family Homes 13-Year Fourth Quarter Sales



TOWNS	QUARTERLY UNIT SALES			INVENTORY	YTD UNIT SALES			QUARTERLY DOLLAR VOLUME	YTD DOLLAR VOLUME	QUARTERLY MEDIAN SELLING PRICE			TWELVE MONTH MEDIAN SELLING PRICE		
	4Q18	4Q19	% CHANGE		YTD 2018	YTD 2019	YTD 18 VS YTD 19	% CHANGE	% CHANGE	4Q18	4Q19	% CHANGE	YTD 2018	YTD 2019	YTD 18 VS YTD 19
			4Q18 VS 4Q19				4Q18 VS 4Q19	4Q18 VS 4Q19	YTD 18 VS YTD 19			4Q18 VS 4Q19			YTD 18 VS YTD 19
<b>SINGLE FAMILY</b>															
THE SHORELINE	993	1078	9%	1,738	4,444	4,446	0%	5%	0%	\$309,000	\$310,000	0%	\$315,000	\$318,000	1%
Branford	50	72	44%	84	248	266	7%	59%	-8%	\$290,000	\$363,000	25%	\$329,000	\$321,000	-2%
Chester	12	15	25%	18	43	51	19%	26%	22%	\$331,000	\$355,000	7%	\$312,000	\$325,000	4%
Clinton	47	49	4%	95	199	186	-7%	12%	-2%	\$275,000	\$275,000	0%	\$280,000	\$280,000	0%
Deep River	10	18	80%	31	48	65	35%	29%	25%	\$258,000	\$280,000	9%	\$264,000	\$304,000	15%
East Haddam	45	42	-7%	75	155	157	1%	-6%	12%	\$235,000	\$247,000	5%	\$235,000	\$258,000	10%
East Lyme	58	59	2%	111	256	240	-6%	9%	0%	\$303,000	\$315,000	4%	\$304,000	\$319,000	5%
Essex*	22	23	5%	63	115	107	-7%	-12%	-11%	\$325,000	\$433,000	33%	\$370,000	\$410,000	11%
Groton	71	91	28%	125	346	366	6%	2%	7%	\$215,000	\$242,000	13%	\$230,000	\$250,000	9%
Guilford	70	70	0%	125	318	311	-2%	-7%	3%	\$405,000	\$383,000	-5%	\$385,000	\$388,000	1%
Haddam	28	32	14%	55	114	103	-10%	21%	-2%	\$268,000	\$284,000	6%	\$284,000	\$285,000	0%
Killingworth	19	24	26%	47	96	74	-23%	28%	-19%	\$330,000	\$347,000	5%	\$375,000	\$375,000	0%
Lyme	6	8	33%	21	40	37	-8%	88%	-15%	\$450,000	\$614,000	36%	\$445,000	\$530,000	19%
Madison	63	57	-10%	147	298	295	-1%	-23%	1%	\$385,000	\$365,000	-5%	\$430,000	\$399,000	-7%
Milford	135	144	7%	126	645	617	-4%	5%	-4%	\$315,000	\$312,000	-1%	\$310,000	\$307,000	-1%
New London	32	46	44%	50	162	180	11%	57%	27%	\$153,000	\$164,000	7%	\$155,000	\$172,000	11%
North Stonington	19	20	5%	24	71	52	-27%	8%	-37%	\$230,000	\$278,000	21%	\$265,000	\$280,000	6%
Old Lyme	33	29	-12%	74	153	160	5%	-4%	0%	\$345,000	\$370,000	7%	\$350,000	\$352,000	1%
Old Saybrook	41	49	20%	87	180	185	3%	3%	18%	\$399,000	\$375,000	-6%	\$339,000	\$390,000	15%
Orange	29	33	14%	36	137	137	0%	15%	-4%	\$350,000	\$383,000	9%	\$360,000	\$378,000	5%
Stonington	56	75	34%	95	244	233	-5%	16%	-11%	\$294,000	\$325,000	11%	\$315,000	\$350,000	11%
Waterford	71	67	-6%	112	283	312	10%	-3%	11%	\$225,000	\$261,000	16%	\$242,000	\$245,000	1%
Westbrook	23	15	-35%	45	90	92	2%	-18%	13%	\$365,000	\$400,000	10%	\$336,000	\$356,000	6%
<b>NEW HAVEN COUNTY</b>															
Middlebury	27	21	-22%	55	97	106	9%	-30%	-3%	\$300,000	\$325,000	8%	\$335,000	\$310,000	-7%
Oxford	23	32	39%	58	125	142	14%	52%	16%	\$335,000	\$390,000	16%	\$350,000	\$340,000	-3%
Southbury	53	40	-25%	91	203	220	8%	-26%	7%	\$385,000	\$316,000	-18%	\$385,000	\$364,000	-5%
<b>CONDOMINIUMS</b>															
THE SHORELINE	258	286	11%	379	1,151	1,130	-2%	18%	-4%	\$164,000	\$175,000	7%	\$170,000	\$168,000	-1%

\*Includes Essex, Ivoryton and Centerbrook

# Litchfield County



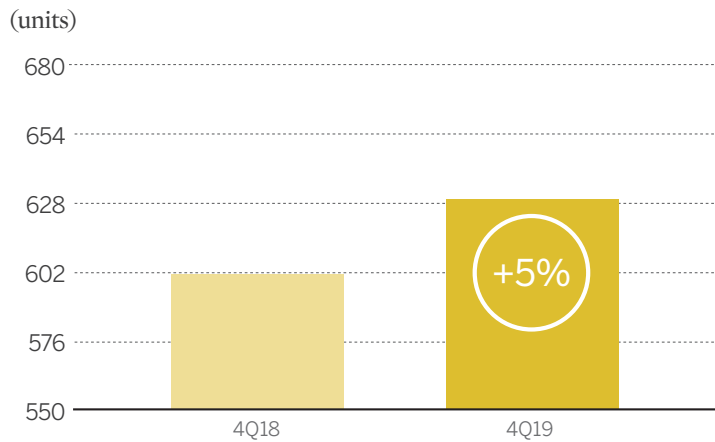
Long Views Overlooking Lake Waramaug • Washington, CT • MLS: 170244056

# Litchfield County

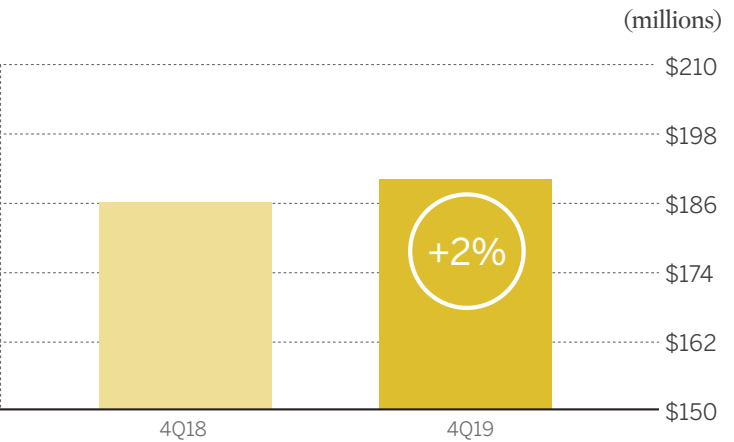
## Single Family Homes Closed Sales by Price Point

PRICE POINT	CLOSED SALES	CLOSED SALES	DIFFERENCE IN UNITS	% CHANGE	INVENTORY
	4Q 2018	4Q 2019	4Q 18 VS 4Q 19	4Q 18 VS 4Q 19	4Q
ALL PRICE RANGES	601	629	28	5%	1,239
0 - \$399,999	496	534	38	8%	637
\$400,000 - \$749,999	76	72	-4	-5%	306
\$750,000 - \$999,999	12	9	-3	-25%	114
\$1,000,000 - \$1,999,999	14	15	1	7%	126
\$2,000,000 - \$3,999,999	6	4	-2	-33%	56
\$4,000,000+	0	0	0	N/A	12

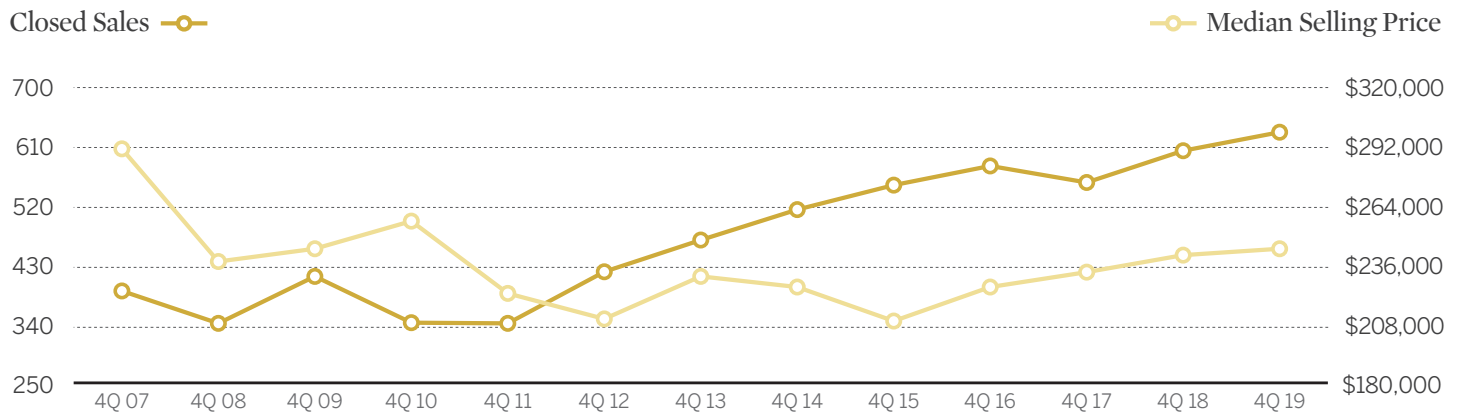
### Single Family Homes Closed Sales



### Single Family Homes Closed Dollar Volume



## Single Family Homes 13-Year Fourth Quarter Sales



TOWNS	QUARTERLY UNIT SALES			INVENTORY	YTD UNIT SALES			QUARTERLY DOLLAR VOLUME	YTD DOLLAR VOLUME	QUARTERLY MEDIAN SELLING PRICE			TWELVE MONTH MEDIAN SELLING PRICE		
	4Q18	4Q19	% CHANGE		YTD 2018	YTD 2019	YTD 18 VS YTD 19	% CHANGE	% CHANGE	4Q18	4Q19	% CHANGE	YTD 2018	YTD 2019	YTD 18 VS YTD 19
			4Q18 VS 4Q19				VS YTD 19	VS YTD 19	VS YTD 19						
<b>SINGLE FAMILY</b>															
LITCHFIELD COUNTY	601	629	5%	1,239	2,400	2,362	-2%	2%	1%	\$240,000	\$243,000	1%	\$238,000	\$239,000	0%
Barkhamsted	11	13	18%	21	46	51	11%	1%	1%	\$247,000	\$245,000	-1%	\$255,000	\$255,000	0%
Bethlehem	5	6	20%	17	38	44	16%	74%	35%	\$205,000	\$378,000	84%	\$286,000	\$330,000	15%
Bridgewater	5	5	0%	22	21	18	-14%	-24%	-20%	\$723,000	\$475,000	-34%	\$535,000	\$421,000	-21%
Canaan*	12	15	25%	28	41	55	34%	49%	70%	\$164,000	\$171,000	4%	\$170,000	\$170,000	0%
Colebrook	3	3	0%	15	13	14	8%	-52%	-10%	\$197,000	\$140,000	-29%	\$286,000	\$264,000	-8%
Cornwall**	5	7	40%	25	22	23	5%	109%	65%	\$280,000	\$390,000	39%	\$323,000	\$375,000	16%
Goshen	10	22	120%	55	49	64	31%	111%	41%	\$328,000	\$313,000	-5%	\$330,000	\$321,000	-3%
Harwinton	10	25	150%	33	57	88	54%	176%	68%	\$238,000	\$260,000	9%	\$240,000	\$257,000	7%
Kent, South Kent	10	18	80%	36	38	49	29%	112%	2%	\$373,000	\$350,000	-6%	\$403,000	\$378,000	-6%
Litchfield	36	33	-8%	76	109	104	-5%	-26%	-4%	\$335,000	\$263,000	-21%	\$290,000	\$290,000	0%
Morris	12	10	-17%	23	34	28	-18%	-14%	-30%	\$355,000	\$318,000	-10%	\$334,000	\$285,000	-15%
New Hartford	20	26	30%	39	75	92	23%	50%	29%	\$250,000	\$259,000	4%	\$238,000	\$235,000	-1%
New Milford	97	94	-3%	118	378	328	-13%	-4%	-16%	\$293,000	\$305,000	4%	\$299,000	\$295,000	-1%
Norfolk	5	4	-20%	19	23	18	-22%	-35%	-24%	\$325,000	\$282,000	-13%	\$325,000	\$253,000	-22%
Plymouth	40	58	45%	48	176	179	2%	44%	1%	\$185,000	\$192,000	4%	\$172,000	\$174,000	1%
Roxbury	9	11	22%	52	41	38	-7%	-1%	3%	\$660,000	\$525,000	-20%	\$500,000	\$593,000	19%
Salisbury	12	9	-25%	73	58	42	-28%	-26%	-21%	\$419,000	\$495,000	18%	\$502,000	\$521,000	4%
Sharon	13	13	0%	53	46	45	-2%	40%	-4%	\$305,000	\$325,000	7%	\$360,000	\$439,000	22%
Thomaston	17	16	-6%	20	80	75	-6%	-5%	8%	\$196,000	\$190,000	-3%	\$183,000	\$225,000	23%
Torrington	107	95	-11%	123	441	420	-5%	3%	0%	\$128,000	\$150,000	17%	\$142,000	\$150,000	6%
Warren	5	3	-40%	34	21	15	-29%	15%	-52%	\$330,000	\$665,000	102%	\$320,000	\$500,000	56%
Washington***	13	13	0%	78	55	59	7%	-26%	62%	\$775,000	\$863,000	11%	\$399,000	\$550,000	38%
Watertown	75	71	-5%	94	298	272	-9%	-21%	-11%	\$225,000	\$215,000	-4%	\$219,000	\$222,000	1%
Winchester	33	32	-3%	83	126	130	3%	-18%	8%	\$164,000	\$185,000	13%	\$148,000	\$164,000	11%
Woodbury	36	27	-25%	54	114	111	-3%	-24%	2%	\$289,000	\$326,000	13%	\$328,000	\$357,000	9%
<b>CONDOMINIUMS</b>															
LITCHFIELD COUNTY	108	99	-8%	145	359	391	9%	1%	10%	\$120,000	\$129,000	8%	\$118,000	\$118,000	0%

\*Includes Canaan, North Canaan and Falls Villages \*\*Cornwall, West Cornwall and Cornwall Bridge \*\*\*Includes Washington, Washington Depot and New Preston

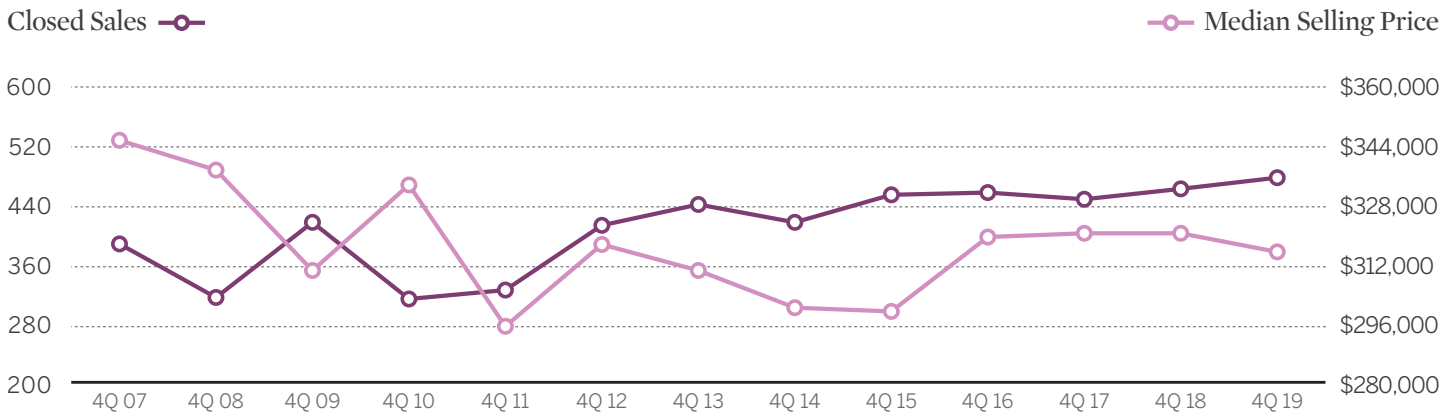
# Farmington Valley



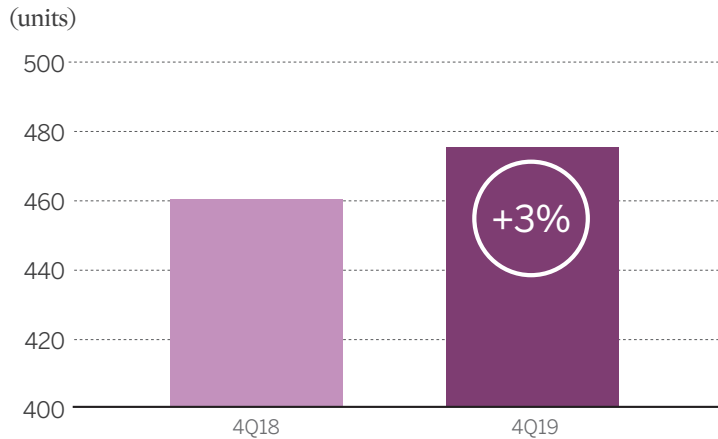
666 Main Street • Somers, CT • MLS: 170233929

# Farmington Valley

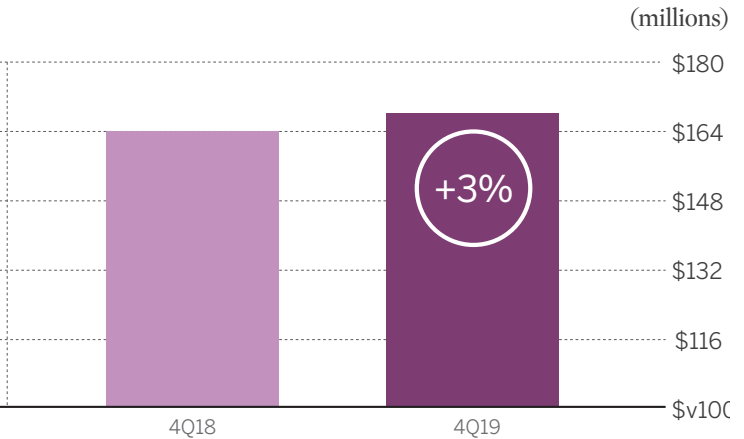
## Single Family Homes 13-Year Fourth Quarter Sales



### Single Family Homes Closed Sales



### Single Family Homes Closed Dollar Volume





TOWNS	QUARTERLY UNIT SALES			INVENTORY	YTD UNIT SALES			QUARTERLY DOLLAR VOLUME	YTD DOLLAR VOLUME	QUARTERLY MEDIAN SELLING PRICE			TWELVE MONTH MEDIAN SELLING PRICE		
	4Q18	4Q19	% CHANGE		YTD 2018	YTD 2019	YTD 18 VS YTD 19	% CHANGE	% CHANGE	4Q18	4Q19	4Q18 VS 4Q19	YTD 2018	YTD 2019	YTD 18 VS YTD 19
			4Q18 VS 4Q19				4Q18 VS 4Q19	4Q18 VS 4Q19	4Q18 VS 4Q19						
<b>SINGLE FAMILY</b>															
FARMINGTON VALLEY	460	475	3%	723	2,077	2,068	0%	3%	-2%	\$320,000	\$315,000	-2%	\$333,000	\$327,000	-2%
Avon	53	57	8%	95	260	245	-6%	1%	-6%	\$415,000	\$333,000	-20%	\$425,000	\$405,000	-5%
Burlington	33	35	6%	78	160	141	-12%	10%	-17%	\$343,000	\$330,000	-4%	\$344,000	\$315,000	-8%
Canton	44	39	-11%	50	140	140	0%	-4%	3%	\$295,000	\$303,000	3%	\$325,000	\$325,000	0%
Farmington	58	53	-9%	89	266	218	-18%	-32%	-20%	\$373,000	\$340,000	-9%	\$375,000	\$343,000	-9%
Granby	36	36	0%	95	161	165	2%	9%	3%	\$284,000	\$298,000	5%	\$295,000	\$305,000	3%
Hartland	4	3	-25%	7	21	27	29%	-29%	24%	\$282,000	\$268,000	-5%	\$249,000	\$215,000	-14%
Simsbury	61	71	16%	125	311	339	9%	24%	6%	\$320,000	\$355,000	11%	\$334,000	\$339,000	1%
West Hartford	171	181	6%	184	758	793	5%	12%	5%	\$292,000	\$294,000	1%	\$317,000	\$315,000	-1%
<b>CONDOMINIUMS</b>															
FARMINGTON VALLEY	119	133	12%	164	523	549	5%	14%	4%	\$180,000	\$189,000	5%	\$190,000	\$192,000	1%

## Single Family Homes Closed Sales by Price Point

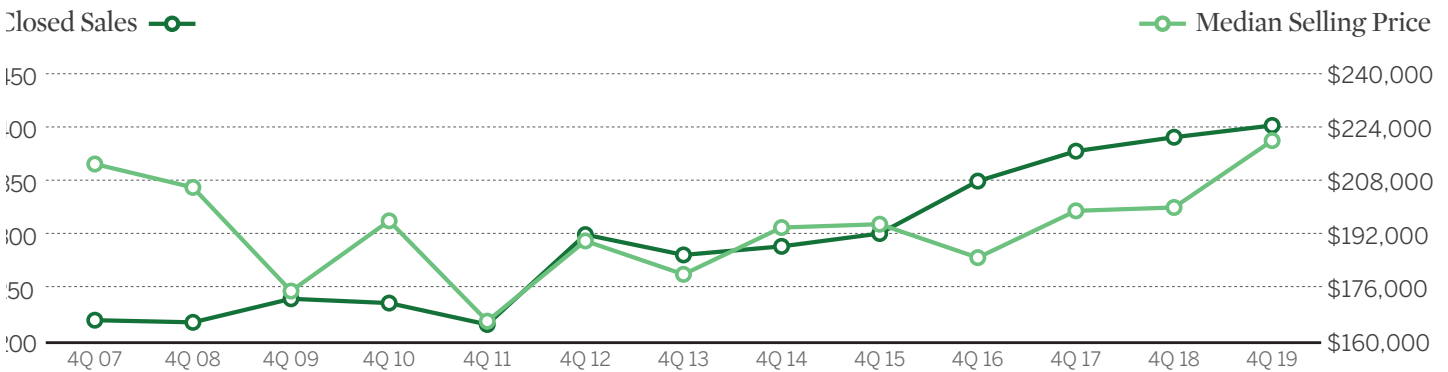
PRICE POINT	CLOSED SALES	CLOSED SALES	DIFFERENCE IN UNITS	% CHANGE	INVENTORY
	4Q 2018	4Q 2019	4Q18 VS 4Q19	4Q18 VS 4Q19	4Q
ALL PRICE RANGES	460	475	15	3%	723
0-\$299,999	212	218	6	3%	230
\$300,000 - \$499,999	185	192	7	4%	291
\$500,000 - \$699,999	49	59	10	20%	139
\$700,000 - \$999,999	19	14	-5	-26%	43
\$1,000,000+	3	2	-1	-33%	22



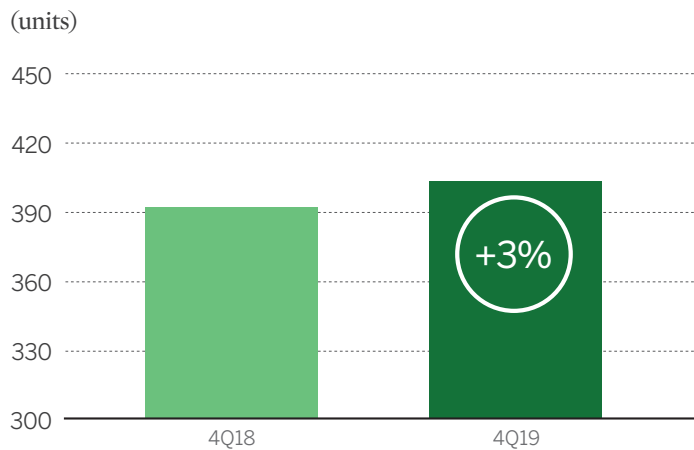
## Single Family Homes Closed Sales by Price Point

PRICE POINT	CLOSED SALES	CLOSED SALES	DIFFERENCE IN UNITS	% CHANGE	INVENTORY
	4Q 2018	4Q 2019	4Q 18 VS 4Q 19	4Q 18 VS 4Q 19	4Q
ALL PRICE RANGES	392	403	11	3%	770
0 - \$399,999	334	329	-5	-1%	461
\$400,000 - \$749,999	53	62	9	17%	161
\$750,000 - \$999,999	6	9	3	50%	69
\$1,000,000 - \$1,499,999	1	6	5	500%	34
\$1,500,000 +	0	1	1	N/A	46

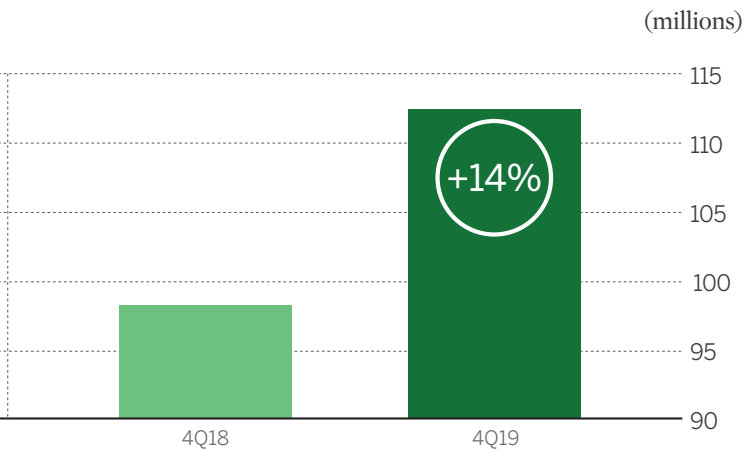
## Single Family Homes 13-Year Fourth Quarter Sales



## Single Family Homes Closed Sales



## Single Family Homes Closed Dollar Volume



TOWNS	QUARTERLY UNIT SALES			INVENTORY	YTD UNIT SALES			QUARTERLY DOLLAR VOLUME	YTD DOLLAR VOLUME	QUARTERLY MEDIAN SELLING PRICE			TWELVE MONTH MEDIAN SELLING PRICE		
	4Q18	4Q19	% CHANGE		YTD 2018	YTD 2019	YTD 18 VS YTD 19	% CHANGE	% CHANGE	4Q18	4Q19	4Q18 VS 4Q19	YTD 2018	YTD 2019	YTD 18 VS YTD 19
			4Q18 VS 4Q19				4Q18 VS 4Q19	4Q18 VS 4Q19	4Q18 VS 4Q19						
<b>SINGLE FAMILY</b>															
BERKSHIRE COUNTY	392	403	3%	770	1,411	1,434	2%	14%	4%	\$200,000	\$220,000	10%	\$210,000	\$220,000	5%
Adams	23	26	13%	31	78	84	8%	32%	12%	\$130,000	\$135,000	4%	\$135,000	\$140,000	4%
Alford	1	1	0%	13	6	13	117%	212%	292%	\$290,000	\$906,000	212%	\$451,000	\$690,000	53%
Becket	18	13	-28%	50	58	48	-17%	-19%	-22%	\$216,000	\$275,000	27%	\$196,000	\$233,000	19%
Cheshire	8	8	0%	24	27	21	-22%	-2%	-28%	\$149,000	\$172,000	15%	\$190,000	\$180,000	-5%
Clarksburg	6	4	-33%	12	14	9	-36%	-46%	-47%	\$159,000	\$93,000	-42%	\$134,000	\$113,000	-16%
Dalton	19	19	0%	46	68	78	15%	14%	22%	\$185,000	\$230,000	24%	\$182,000	\$194,000	7%
Egremont	11	4	-64%	43	29	25	-14%	-31%	-15%	\$360,000	\$746,000	107%	\$455,000	\$450,000	-1%
Florida	3	6	100%	14	5	10	100%	324%	183%	\$50,000	\$133,000	166%	\$95,000	\$123,000	29%
Gt. Barrington	11	17	55%	98	74	73	-1%	29%	-16%	\$450,000	\$325,000	-28%	\$374,000	\$339,000	-9%
Hancock	4	3	-25%	5	10	6	-40%	-33%	-60%	\$361,000	\$350,000	-3%	\$450,000	\$245,000	-46%
Hinsdale	5	9	80%	12	24	32	33%	120%	73%	\$310,000	\$230,000	-26%	\$205,000	\$244,000	19%
Lanesborough	8	10	25%	29	39	37	-5%	100%	3%	\$175,000	\$250,000	43%	\$220,000	\$235,000	7%
Lee	18	14	-22%	40	53	51	-4%	-20%	-5%	\$256,000	\$285,000	11%	\$260,000	\$276,000	6%
Lenox	13	19	46%	71	35	73	109%	103%	123%	\$318,000	\$393,000	24%	\$318,000	\$355,000	12%
Monterey	1	5	400%	34	20	13	-35%	437%	-9%	\$406,000	\$315,000	-22%	\$378,000	\$525,000	39%
Mt. Washington	0	0	N/A	4	3	1	-67%	0%	-68%	\$0	\$0	N/A	\$600,000	\$642,000	7%
New Ashford	0	0	N/A	1	1	4	300%	0%	374%	\$0	\$0	N/A	\$340,000	\$356,000	5%
New Marlborough	7	4	-43%	48	29	20	-31%	9%	9%	\$165,000	\$434,000	163%	\$349,000	\$440,000	26%
North Adams	18	28	56%	82	98	90	-8%	112%	-8%	\$107,000	\$137,000	28%	\$135,000	\$133,000	-1%
Otis	14	15	7%	45	39	38	-3%	17%	-6%	\$271,000	\$277,000	2%	\$312,000	\$344,000	10%
Peru	3	1	-67%	7	12	15	25%	-74%	46%	\$230,000	\$155,000	-33%	\$211,000	\$205,000	-3%
Pittsfield	134	125	-7%	196	447	469	5%	-5%	8%	\$169,000	\$179,000	6%	\$170,000	\$178,000	5%
Richmond	11	12	9%	40	28	29	4%	24%	-7%	\$435,000	\$395,000	-9%	\$451,000	\$335,000	-26%
Sandisfield	5	5	0%	26	14	14	0%	-5%	16%	\$280,000	\$232,000	-17%	\$265,000	\$245,000	-8%
Savoy	2	1	-50%	7	11	4	-64%	-54%	-60%	\$235,000	\$213,000	-9%	\$200,000	\$223,000	12%
Sheffield	8	13	63%	53	40	40	0%	25%	-1%	\$322,000	\$315,000	-2%	\$315,000	\$335,000	6%
Stockbridge	7	13	86%	51	37	36	-3%	75%	3%	\$560,000	\$358,000	-36%	\$370,000	\$402,000	9%
Tyringham	4	3	-25%	16	8	9	13%	-22%	-2%	\$363,000	\$250,000	-31%	\$452,000	\$370,000	-18%
Washington	2	1	-50%	6	6	4	-33%	-37%	-24%	\$252,000	\$315,000	25%	\$287,000	\$337,000	17%
West Stockbridge	7	8	14%	37	21	20	-5%	-3%	-5%	\$350,000	\$360,000	3%	\$505,000	\$433,000	-14%
Williamstown	20	12	-40%	68	69	56	-19%	-13%	-18%	\$232,000	\$384,000	66%	\$308,000	\$313,000	2%
Windsor	1	4	300%	12	8	12	50%	194%	49%	\$349,000	\$256,000	-27%	\$229,000	\$256,000	12%
<b>CONDOMINIUMS</b>															
BERKSHIRE COUNTY	39	61	56%	192	148	176	19%	-1%	-11%	\$225,000	\$200,000	-11%	\$231,000	\$199,000	-14%